Strapping success
for Polychem

POLYCHEM
CORPORATION
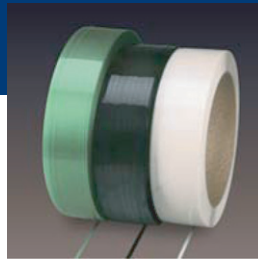
Polychem, a leading manufacturer of strapping equipment and supplies, has achieved consistent growth for more than 25 years. One of Polychem's key success factors is the cost effectiveness of its manufacturing operations, enabled and supported by software solutions tuned to the specific requirements of this medium-sized industrial company.

A recently completed migration from IMAGE on an HP 3000 system to Eloquence on an HP 9000 server provides Polychem with a low-overhead database solution that can easily be adapted to changing business needs.

STC

e...
eloquence®

Keeping nimble and responsive

For more than a decade, Polychem relied on an IMAGE database on an HP 3000 for its customer service/manufacturing-related application suites. When HP announced the obsolescence of the HP 3000 platform, Polychem turned to Software Technology Concepts (STC), its IT Service Provider of choice, for a sound alternative to the proven IMAGE database environment.

Total Cost of Ownership issues as well as operational and administrative effort ruled out a number of 'mainstream' database offerings.

Key benefits

Prior to migration

- IMAGE
- One HP e3000 server using MPE
- CBAS compiler
- Custom applications

Following migration

- Eloquence
- One HP 9000 server using HP-UX
- AcuCorp COBOL compiler
- Custom applications

Benefits achieved

- Compact, low-overhead database solution
- Major performance boost + scalability
- Efficient foundation for future developments
- Investment protection and cost effectiveness

"Polychem is a medium-sized company – and we simply don't want to spend the kind of money required for one of the 'big name' database solutions out there. IMAGE has given us everything we could possibly want from our database environment. IMAGE was very easy to manage and enabled us to keep pace with the ever-changing needs of our customers. Naturally, we wanted a replacement that would deliver the same ease-of-use and adaptability. Eloquence was the natural choice for us – not just because it's fairly similar to IMAGE but because it doesn't impose any sizing limitations on our databases," notes Barry Clifford, CFO, Polychem Inc.

Smooth migration

"IMAGE and Eloquence share the same roots. That's why migrating from IMAGE to Eloquence is a straight-forward process. The migration of Polychem's databases to Eloquence was completed without the slightest impact on business operations," notes Ken Smith, president of STC.

"The first thing we noticed was the performance boost delivered by Eloquence on the HP 9000. Also, Eloquence enables our IT department to adapt our database environment quickly and efficiently whenever the need arises," confirms Barry Clifford.

Fully integrated manufacturing environment

Today, more than 100 PCs interact with Eloquence on Polychem's HP 9000 server in a completely integrated manufacturing environment that spans key disciplines such as production control, inventory management, accounting, order process, and Supply Chain Management (SCM).

In this integrated environment, Eloquence interacts with Microsoft office tools such as Access and Excel, enabling Polychem to drive its processes based on data managed in Eloquence.

For more information on Eloquence contact:

Marxmeier Software AG

Kasinostr. 19 - 21
42103 Wuppertal, Germany
Phone: +49 202 2 43 14 40
Fax: +49 202 2 43 14 20
info@marxmeier.com